

Company Name: ValuEnable Pvt Ltd (A Zerodha backed Fintech)

Position: Technical Sales Lead

We are looking for a driven and dynamic Sales Lead to spearhead our growth across insurance and financial services clients. You will be responsible for identifying opportunities, building relationships with decision-makers, and closing deals for our tech-enabled offering.

Key Responsibilities

- Own end-to-end sales cycle: prospecting, pitching, negotiation, and closure.
- Build and grow a robust pipeline across insurers and distributors
- Understand client pain points and position our solutions accordingly.
- Collaborate with product and technical teams to translate client requirements to specifications
- Participate in industry events, demos, and client workshops.
- Manage CRM and maintain sales hygiene.
- Achieve revenue and account growth targets!

Required Skills & Qualifications

- 5–10 years of experience in enterprise/B2B sales; prior exposure to insurance or BFSI technology preferred
- Strong understanding of the insurance value chain (life, health, or general insurance)
- Proven ability to open new accounts and close high-value deals
- Excellent communication, negotiation, and relationship-building skills
- Self-starter with a bias for action and results
- Familiarity with sales tools (CRM, email automation, etc)
- *Prior experience selling SaaS, AI/ML, or analytics solutions to insurers* gets you extra points in our consideration !

Why Should You Consider Working (In this Role!) With ValuEnable?

- We are approx. 4 year old well-funded and profitable service focused insurtech venture, solving a USD 40 Bn per year customer retention problem for insurers. *We work with 9 of the top 10 private Life insurers* in the country helping them solve this problem.
- We have been *recognized by IRDAI* in its first-ever Open House for Insurtech held last year.
- One of India's most respected financial institutions *Zerodha, is our lead institutional investor* through it's fintech investment arm, Rain matter Fintech Investment
- You will be handling interactions with multiple stakeholders across clients, both on lender and insurer side and across business and technology functions.
- You can leverage the experience you already have, we promise your experience will only be enriched!

Compensation

- Market Standards + ESOPs opportunity

Job Details

- Employment: Full-time
- Base Location: Mumbai